

## THE RIGHT QUALITY PRODUCT AT THE RIGHT TIME

**ABOUT CONCEALFAB CORPORATION.** ConcealFab is the leading provider of innovative concealment solutions, including antenna shrouds and steel antenna mounts. Founded in 2007, the company's original focus was the manufacture of architectural or aesthetic sheds, "maintenance shelters," or screenwalls for hiding rooftop ventilation equipment, satellite dishes and cell phone antennas. ConcealFab works with both government contractors and commercial cell providers to expand coverage while simultaneously camouflaging that technology from the public eye. Based in Colorado Springs, Colorado, with around 20 employees, the company is dedicated to providing critical on-time delivery to its customers.

**THE CHALLENGE.** ConcealFab needed to stay competitive in the rapidly growing concealment market. As CEO Jonathan Fitzhugh observed, "Our biggest challenge is trying to time the market, putting resources in place in advance of demand in order to support our clients in a timely fashion." ConcealFab had grown its product line through key customer relations, and already provided high quality and rapid delivery. The company needed to reduce lead time, increase workflow, and expand its supply chain throughout Colorado. Company leaders reached out to Manufacturer's Edge, part of the MEP National Network™, for assistance.

**MEP CENTER'S ROLE.** Manufacturer's Edge provided training and consulting to ConcealFab, taking a hands-on approach to guide the company through exercises in Value Stream Mapping, Kanban, and supplier scouting. Armed with tools to help separate the company from the competition, ConcealFab saw a boost in revenue. The success also created more good paying jobs in Colorado, and ConcealFab increased its highly skilled workforce by 25 percent by using such programs as the internships offered through Pikes Peak Community College.

As a testament to their growth and reliability, ConcealFab was recently honored with the Erickson Supplier Award. The company holds true to the basic principle that the right product made at a high level of quality and delivered rapidly at the right time is the true path to success and longevity.

"Manufacturer's Edge assisted ConcealFab with strategic and tactical training and critical supplier scouting for crucial services we were in need of at the time. This partnership resulted in new job creation, increased our revenue by 30 percent, and allowed us to stay competitive and timely during this rapid growth phase."

-Douglas A. Hinkley, ConcealFab Chief of Operations and Co-Founder

## RESULTS



Increased/retained sales of \$3.6M, revenue up **30%**



Cost savings of **\$840,000**



Added/retained **32 jobs**, workforce increased by **25%**

## CONTACT US



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